

## Message Text

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ACTION SS-15

INFO OCT-01 AF-06 ISO-00 MC-02 AID-05 ACDA-05 DODE-00

EB-07 NRC-05 NSAE-00 TRSE-00 ERDA-05 CIAE-00 COME-00

PM-04 NSC-05 SP-02 INR-07 PA-01 USIA-06 PRS-01 /077 W

----- 128948

R 131500/Z NOV 75

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 5273

CONFIDENTIAL KINSHASA 9919

E.XO. 11652: GDS

TAGS: MASS

SUBJ: MUNITIONS CONTROL AND AGENTS FEES

REF: STATE 255260

1. US MILITARY MISSION AND EMBASSY CONCUR IN OPINION THAT POLICIES  
STATED IN REFTEL WILL HAVE LITTLE EFFECT ON COMPETITIVE POSITION  
OF US INDUSTRY IN ZAIRE FOR THE FOLLOWING REASONS:

A. ZAIRIAN MILITARY HAS LONG REGARDED ZAMISH AS ITS AGENT/ADVISER/  
POINT OF COORDINATION ON US EQUIPMENT OF A MILITARY NATURE.

THIS, COUPLED WITH THE VIRTUAL INACCESSIBILITY OF ZAIRIAN MILITARY  
DECISION-MAKERS, SEVERELY LIMITS THE ROLE THAT AGENTS CAN PLAY./

B. THE RELATIVELY SMALL VOLUME OF MILITARY SATES TO THE ZAIRIAN  
DEPT OF DEFENSE HAS NOT LENT ITSELF TO AN INTENSE USE OF AGENTS  
BY US COMMERCIAL FIRMS TO DATE.

C. ZAIRIAN MILITARY HAS HAD A STRONG PROPENSITY IN THE PAST TO  
FAVOR GOVERNMENT-TO-GOVERNMENT SALES INSTEAD OF DEALING WITH  
COMM-

ERCIAL FIRMS. THIS FURTHER CUTS DOWN ON THE IMPACT OF AGENTS IN  
Zaire AND FROM EVERY INDICATION IT APPEARS THAT THIS TREND WILL  
CONTINUE FOR THE FORESEEABLE FUTURE.

2. ONLY KNOWN CASE OF A US COMMERCIAL FIRM USING AN AGENT TO ASSIST  
IN THE MILITARY ARENA DURING THE PAST FOUR YEARS ENDED WITH THE  
AGENT HIMSELF APPROACHING ZAMISH BECAUSE OF HIS INABILITY TO  
OBTAIN INFORMATION FROM OR ESTABLISH CONTACT WITH THE ZAIRIAN  
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DEPARTMENT OF DEFENSE.  
WALFER

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NNN

\*\*\* Current Handling Restrictions \*\*\* n/a  
\*\*\* Current Classification \*\*\* CONFIDENTIAL

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ARMS, BUSINESS FIRMS, GOVERNMENT PROCUREMENT, MILITARY ATTACHES, POLITICAL MILITARY RELATIONS, SALES MUNITIONS CONTROLS, POLICIES,  
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**Draft Date:** 13 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** ShawDG  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** n/a  
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**Reference:** 75 STATE 255260  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 29 AUG 2003  
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**Review Transfer Date:**  
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**Secure:** OPEN  
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**Subject:** MUNITIONS CONTROL AND AGENTS FEES  
**TAGS:** BEXP, MASS, CG  
**To:** STATE  
**Type:** TE  
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